

GERMANTOM

BUSINESS PLAN

Your global store!
For German and European top brands and product launches

Executive Summary



About GERMANTOM

As cooperation partner of the Epoch Media Group (EMG), one of the world's largest news and entertainment companies with over 300 million Unique Users per month in 35 countries as at April 2017, GERMANTOM (GT) has an exclusive overall advertising budget of some 500 million euros at its disposal until 2026.

The intention is to make the best use of this immense advertising budget and this vast media reach and to monetize it sustainably with various online shops.

This business model differs from the existing models of conventional retail platforms or online shops in that products are not simply listed in GERMANTOM's own online stores, but in this case the products are select premium and new products, actively advertised, rated and sold all over the world by GERMANTOM through the advertising channels of EMG.

As opposed to conventional online shops, at GERMANTOM a manufacturer's product is not only listed as one product among many, but is pushed, promoted and introduced through the media in new or existing markets. Here, GT acts as the primary point of contact for potential buyers, who are able to purchase all of the advertised products from GT as an international retailer.

Using the drop-shipping method, the goods are then sent straight to the customer by the manufacturer or a logistics company. In this case, GERMANTOM takes care of all payment processes. This means that the manufacturer does not have to make any upfront payments, is exposed to practically no cost or payment risks and is usually only required to provide GERMANTOM with a sales warehouse.

GERMANTOM enables manufacturers to win new markets for their products, increase their sales volume and create brand awareness quickly and cost-effectively.

Customers thus benefit from a wide range of premium-only products from a reputable origin, manufactured in top quality and originality.

Table of Content

Table of Content

1. The business model	Page 03
2. The partners of GERMANTOM	Page 08
3. Marketing and distribution	Page 11
4. The market	Page 16
5. The competition	Page 20
6. SWOT analysis	Page 25
7. Financials	Page 27
8. The GERMANTOM team	Page 41
9. Our success stories	Page 43
10. Action plan	Page 45
11. Appendix	Page 48

UNIQUE

BUSINESS MODEL

The business model

The new player in global eCommerce!

In the past, a manufacturer was able to launch a product on the regional market, create a brand and then expand the market successively by means of a traditional offline retail business. Today, a good product has to be launched and marketed globally to achieve the same success.

The key to global success is eCommerce - both a blessing and a curse for every manufacturer.

A blessing, because a product can be globally marketed and supplied 24/7. A curse, because a product faces global competition 24/7 and the chance of standing out from the rest without costly advertising measures is extremely slight.

In the Internet era, the question of whether or not to use eCommerce at all is moot.

Instead, the question is whether to use eCommerce in direct sales, on retail platforms or - the sensible option - via GERMANTOM.

For own direct sales via its online shop, a manufacturer needs unexcelled brand awareness, manageable competition and an excellent image. Only a few major manufacturers such as Apple, Prada, and Villeroy & Boch manage this.

Manufacturers with less brand awareness and greater competition mainly use retail platforms such as eBay, Amazon & co. These enable them to reach a wider target group, but at the same time prevent them from building their own image, boost competition and attract copycats, who pose a threat to their business.

With GERMANTOM (GT), a new eCommerce model has been created. Unlike eBay or Amazon, GERMANTOM offers product quality rather than quantity to many millions of customers in 35 countries worldwide. GERMANTOM gives manufacturers the opportunity to exploit far-reaching sales markets without having to compete on retail platforms. At GERMANTOM, product manufacturers are put on the market only with a limited number of like-minded competitors. This enables you to not only expand your sales range, but also to build the image and establish the trustworthiness of your product as an actual premium product.



The exclusive partnership between GERMANTOM and Epoch Media Group (EMG) and the unique advertising budget of € 500 million make it possible to market and sell only select products to many millions of customers.

The business model

More than just a store

Due to its cooperation with one of the largest media giants, the Epoch Media Group (EMG), GERMANTOM has an annual advertising budget of around € 60 million at its disposal, irrespective of revenue and with no direct advertising costs.

In comparison, the online comparison platform www.check24.de only has an annual TV advertising budget of around € 12 million. Overall, GERMANTOM has been awarded an advertising deal with a value of approx. € 500 million for the next eight years.

GERMANTOM's goal is to monetize and multiply the guaranteed advertising budget to the best of its ability. It aims to achieve this through the worldwide marketing of innovative and new products in a globally operating online store with subdivided associated national stores and through media-intensive product advertising with one of the world's most viewed news providers. Additionally, new products will be introduced visually in video format on the news streaming platform NTD TV, whereby we aim to attract up to 120 million viewers per month. Each time a product is marketed successfully, GERMANTOM will be awarded, partly for the exclusive sale of the products, a retail margin of between 25% and 60%. This means that GERMANTOM not only acts as a marketing channel for manufacturers, but also actively supports locally successful businesses with their expansion into other promising markets by taking care of their marketing and sales activities.

GERMANTOM is not only a global online shop, but also a product accelerator specifically for German and European premium products. As an acceleration partner, GERMANTOM offers up-and-coming manufacturers not only global marketing, but also product and market support.



Acceleration options

Worldwide partner network

Product and market support

Effectively targeted marketing

GERMANTOM offers unique cooperation opportunities

One example among many possible options:

You are a leading wine trade group in Europe with a wide range of product groups. LIDL, Aldi and other companies are reducing their margins due to their increasing market power.

The idea of expanding into the booming Asian markets is appealing to you, but the sales and marketing risks are not clearly recognizable or, without the right cooperation partner, impossible for a number of reasons.

Vietnam, with a population of some 93 million, is roughly equivalent in size to the population of Germany although, on average, the predominantly young audience does not have Germany's purchasing power. Nevertheless, Vietnam started importing 20 million bottles of wine in 2016 at an annual snowballing rate.

In 2017, 25 million euros' worth of wine was exported there from Europe alone.

With some 36 million Unique Users per month, DKN.tv a communications medium of the Epoch Media Group, is one of the three major online providers in Vietnam. This means that, according to our research, EMG in Vietnam is almost as strong as the market leaders in Germany, Focus online and BILD.de, together.

GERMANTOM reaches millions of people every day in Vietnam, which makes the following cooperation possible.

GERMANTOM offers unique cooperation opportunities

1. GERMANTOM opens a specialist wine and spirits online shop in Vietnam and invests € 12 million per year in advertising for the shop and its products without incurring any direct costs thanks to the existing cooperation with EMG. It will therefore take just a few months for GERMANTOM to become the most well-known wine and spirits dealer in the country, particularly due to the fact that no rival company invests or is able to invest in advertising to the same extent.
2. Particularly in view of the fact that GERMANTOM does not possess the relevant goods, the cooperation partner invests € 2.0 million in local warehouse stock, which remains the property of the cooperation partner until it is sold. With every bottle of wine sold by GERMANTOM, the cooperation partner is paid concurrently (purchase price) for each unit sold.
3. According to current market research and based on the effective sales prices in Vietnam, each bottle of wine sold generates a profit of € 2.20 - after deduction of all expenses (import, customs, warehousing, taxes, breakages, logistics, etc.), - which GERMANTOM shares equally with the respective cooperation partner.
4. Thanks to the overall cooperation (wide-scale targeted advertising with the largest selection of wines and spirits in the country) it can be assumed that GERMANTOM will be responsible in the short-term for at least 20 percent of wine sales in Vietnam, especially as hotel and catering businesses are included in the concept.
In absolute terms, this means that 20% of the sale of 20 million bottles of wine = 4 million units à 2.20 net profit = € 8.8 million profit, of which € 4.4 million go to GERMANTOM and € 4.4 million per annum to the supply partner.

Comments:

WINE is just one example of how we are currently planning to implement this model with a major wine trade group. Similar business models with other companies and sectors, e.g. drug stores, or the cosmetics or food industries, are also viable in Vietnam and many other countries.

Apart from Vietnam, the sale of wine and spirits is to be expanded with the cooperation partner or other supply partners to also corner the markets in Singapore, Hong Kong and Taiwan.

With a joint population of approx. 144 million, our advertising messages reach some 48 million Unique Users there each month. Almost twice as many people as Focus online and BILD.de have ever reached in Germany!

CORE ASSET

STRONG PARTNERS

The partners of GERMANTOM



Strong partners make GERMANTOM unique and you a success

GERMANTOM is the exclusive cooperation partner of the Epoch Media Group (EMG), one of the leading news providers worldwide with millions of readers and viewers in 35 countries*.

As the exclusive partner of EMG, GERMANTOM has an overall budget of approx. € 500 million at its disposal until 2026, which can be used individually on EMG's news portals. GERMANTOM does not incur any costs for this immense advertising budget with EMG. EMG still has a major interest in GERMANTOM's growth and promotes its global expansion, as EMG is entitled to 50% of GERMANTOM's profit in the next eight years. For this reason, EMG makes all current advertising and sales channels available to GERMANTOM without any direct costs.



Products are advertised, for example, through online banners on the respective websites of the associated EMG news companies, moving ads in EMG video portals, press articles published by EMG and the corporate group's social media activities.

Thanks to this media reach, GERMANTOM is able to increase the brand awareness of a product worldwide in a very short time, boost a product's global image with press articles and ensure the long-term sale of a product.

Unlike conventional retail platforms, GERMANTOM's focus is not on marketing a wide range of product categories with an even higher number of manufacturers, but limits itself to a manageable number of SKUs, creates quality and markets these products actively with intensive targeted advertising campaigns.

Our goal is to establish market-leading national online shops for exclusive premium products by 2021 and to be the point of contact for new products and market expansions.

** EMG homepage date 2017*

The partners of GERMANTOM



The partners of GERMANTOM - The Epoch Media Group

The New York-based Epoch Media Group is a globally operating news and entertainment company with uniquely positioned TV, print and social media assets. On Facebook alone, they have gained more followers since 2015 than the New York Times, Fox News and CBS News. (News whip - <https://www.newswhip.com/2017/10/engaged-audiences>)

The two major parts of the corporate group are formed by:



NTD – a New York-based, globally operating news and entertainment company, which was established in 2001 and is one of the 10 largest digital news and entertainment companies. Since January 2017, NTD has generated over 60 million Facebook fans and registers over 3.9 billion video clicks per month. (<http://www.ntd.tv/about>).



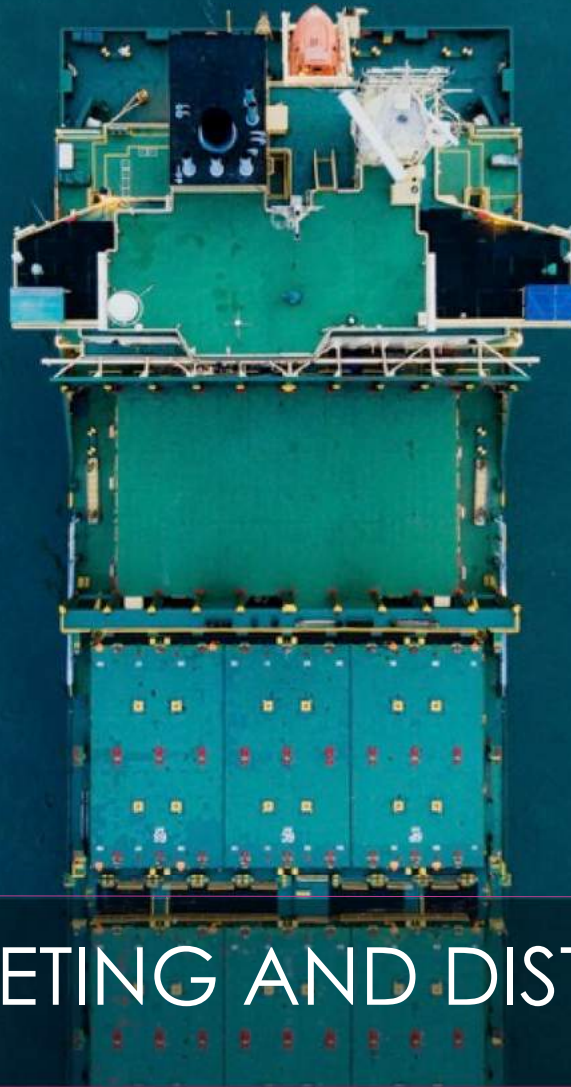
The Epoch Times is a private news company represented throughout the world in 21 languages, 35 countries and on 5 continents. It offers print and web editions in Chinese, English, German, French, Spanish, Hebrew, Russian, Japanese, Korean and many other languages. Its print run makes the Epoch Times one of the major online newspapers worldwide, larger than Forbes Magazine, Bild, Spiegel, The Sun or even CBS News.

Both halves of the company are represented in many countries, sometimes in different languages and with local media adaptations. The Epoch Times enterprises generally stand for print and online news content. The activities of NTD and its state-owned subcompanies concentrate mainly on video and social media content. Below, please find an overview of the most important EMG companies.



All of these partners are part of the Epoch Media Group's global media network. Although some parts of this network are independent companies with headquarters in a number of countries, they are subject to the instructions and guidelines of the Epoch Media Group New York, NY, USA. GT's advertising deal allows advertising budgets to be used up with all these companies every day.

TWENTY/4/SEVEN



MARKETING AND DISTRIBUTION

Marketing and distribution



Marketing

Besides the technical infrastructure, a global network of sales and retail partners, the enormous advertising budget of approx. € 500,000,000 until 2026 is predominantly GERMANTOM's core asset.

Marketing channels are 99% digital and are operated through the Epoch Media Group's far-reaching advertising network.

GERMANTOM, as an independent brand and name, will be represented on all of EMG's relevant advertising channels and will appear in the print, online and video messages of the individual subcompanies of EMG.

It is also possible for GERMANTOM to generate targeted media interest for individual products or product groups in individual markets or even globally. For this purpose, GERMANTOM makes use of the "influencer" options available to EMG companies in the form of press articles, product placement, presentation on social media channels such as Facebook, YouTube and others.

This means that, without actively advertising the products, the EMG media will write or talk about the products, or showcase them as having that special "wow" factor in video sequences. The aim is to suggest to the potential customer that a brand new product is actually a long-established must-have in order to make them more willing to buy it.

The listed product can be advertised and marketed either by individual agreement in specific markets or worldwide together with the GERMANTOM brand name. The manufacturer can decide which markets are to be targeted and cornered by GERMANTOM and, in exchange, guarantees immediate shipping of the goods upon receipt of payment by GERMANTOM.

FMCGs (fast moving consumer goods), perishables, can be optionally stored in warehouses provided by GERMANTOM in various countries. Particularly in Asian countries, the advantage of this is that customs and import requirements are handled by GERMANTOM, customers receive the goods within a very short time, and goods don't spoil or get damaged in transit, which can all optimize postage and shipping costs.

Marketing and distribution



The 4 P s – The marketing mix

Product:

- ✓ GERMANTOM is a premium store.
- ✓ Cheap items as with eBay & co. are not offered.
- ✓ GERMANTOM operates globally. German products, for example, are distributed worldwide.
- ✓ GERMANTOM pushes products onto new markets.
- ✓ GERMANTOM accelerates the product launch onto new markets.
- ✓ GERMANTOM supports manufacturers by taking care of the marketing and sales activities.

Pricing:

- ✓ GERMANTOM has negligible marketing costs for listed products.
- ✓ All listed products are premium products in a premium segment.
- ✓ GERMANTOM would also like premium prices for these products.
- ✓ GERMANTOM is not a discounter. Products are offered at fair prices, not dumping prices.

Placing:

- ✓ The future is eCommerce - GERMANTOM is the future. All listed products are distributed online only.
- ✓ GERMANTOM has no offline stores and is not involved in in-store concepts.
- ✓ In the acceleration program, some products can be supported above and beyond online sales.
- ✓ Products can be viewed and purchased online at www.germantom.com. Shipment takes place indirectly through the manufacturer (drop-shipping principle) or by way of mutually agreed national shipping and logistics companies.
- ✓ However: In some markets, GERMANTOM occasionally distributes specific products, such as perishables, via its own warehouses and forwarders.

Promotion:

- ✓ GERMANTOM relies on strong corporate identity and brand awareness.
- ✓ However, GERMANTOM still engages in mass communication on a local, global and digital level.
- ✓ GERMANTOM would like to be known to the general public as the quintessential "store for premium products", guaranteeing manufacturers premium customers, particularly abroad, and even boosting the image as a premium product/brand.

Marketing and distribution



Logistics

GERMANTOM's business model is based predominantly on the drop-shipping method.

While GERMANTOM operates as the distributor of the goods, and manages payment and invoicing procedures, the goods are sent directly from the manufacturer or a designated logistics company to the customer. GERMANTOM procures the goods from the supplier at the very same moment the customer purchases the goods from GERMANTOM. The supplier then immediately sends the goods to the customer in the name of and on behalf of GERMANTOM.

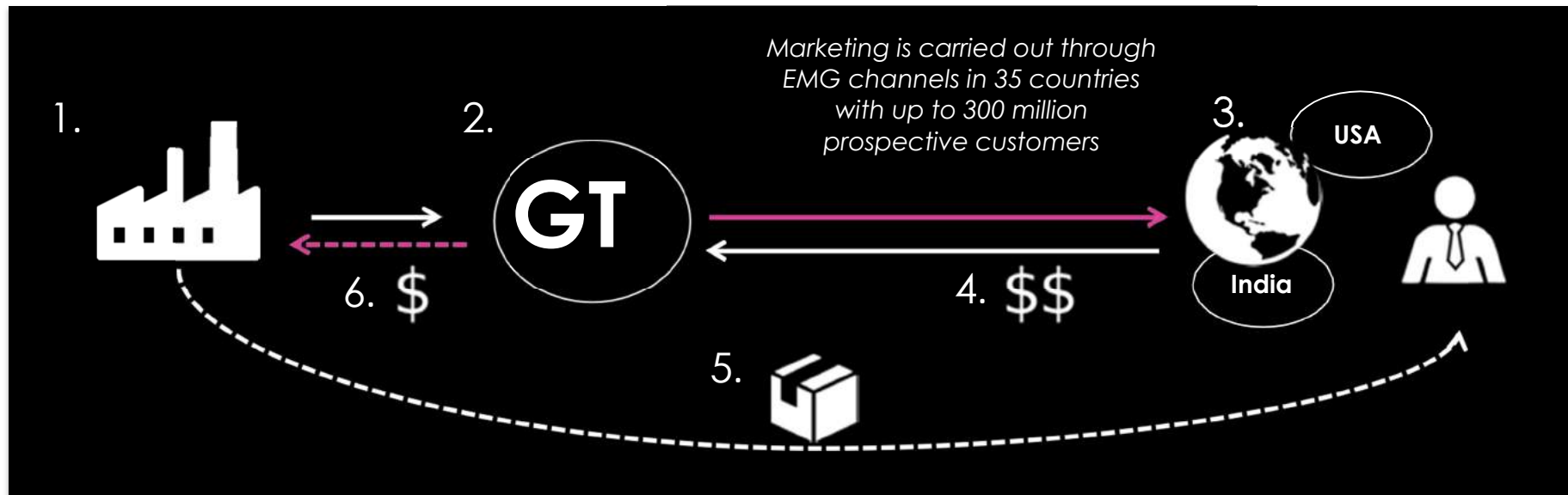
The benefits of this system are that GERMANTOM doesn't need to tie up as much capital in warehouse stock, can max out the payment terms and, in most cases, is not responsible for the logistics.

The supplier benefits through an increase in sales while saving substantial costs. The customer benefits by receiving goods from their "original" source.

Note:

- ✓ For perishables or express-delivery goods, GERMANTOM contracts service providers - in various markets and as an optional extra - to provide warehouses, which are managed by the provider or GERMANTOM, whereby the goods are usually provided by the suppliers from their depot. With other suppliers, manufacturers can effectively store goods in national depots. The goods are then shipped directly via GERMANTOM or the country manager of GERMANTOM.
- ✓ In the acceleration program, manufacturers have access to GERMANTOM's global partner network. On a case-by-case basis, partners support manufacturers with their local marketing in the respective markets, both on- and offline.

Logistics – The drop-shipping method



1. A manufacturer wants to find new sales markets. It offers GERMANTOM products for listing.
2. GERMANTOM checks if this product meets quality standards. GERMANTOM lists it in the store, markets it via the EMG channels to millions of people in up 35 countries.
3. A customer notices the product and buys it from GERMANTOM.
4. GERMANTOM issues the invoice in its own name. GERMANTOM receives payment from the customer.
5. The manufacturer sends the goods directly to the customer or has them sent from a handling and distribution warehouse.
6. GERMANTOM forwards the payment minus the retail margin (purchase price) to the manufacturer.

GLOBAL | LOCAL | DIGITAL



The market & GT's strength

The market and GERMANTOM's strength

The new player in global eCommerce!

Interactive trading - projection
Volume: 2015 vs. 2016



Umsatzangaben in Mio. Euro inkl. Umsatzsteuer, ohne OMP Privat-Käufe; Abweichungen von Gesamtsumme: Rundungs-/Rennsen; prozentuale Veränderungen auf Basis angrenzender Werte berechnet

Goods in eCommerce - projection
Volume according to provider type: 2015 vs. 2016



With worldwide growth of over 400% within the last 5 years, Internet trading has become one of the world's most significant economic sectors.

While pioneers such as Amazon, eBay and Alibaba have become global distributors and brokers of products of all types, price and quality, the market is subject to constant change ranging from mass suppliers to product-category specialists such as Zalando, Amorelie, Notebooksbilliger and Rebelle. Although such category specialists partly offer the same products as the 10 major international retail platforms, category specialists outperform the 10 major retail platforms in their respective markets with an average growth rate in excess of 400%.

Reasons for this are better processing of sales by the provider, payment security, the sole availability of products that have been tested and certified, higher quality standards, lack of counterfeit products, absence of copycats, more appealing design, image and, last but not least, trustworthiness of both the retailer and the product manufacturer. GERMANTOM combines the advantages of category specialists with those of mass suppliers. In future, top premium products from all categories that meet the quality and performance standard of individual local category specialists can be offered and purchased worldwide.

This is possible due to our unique business model in cooperation with one of the world's largest media giants, the Epoch Media Group. Today, we already reach many millions of individual customers (Unique Users) in up to 35 countries worldwide in the prelaunch phase and have an advertising budget of more than € 500,000,000 at our free disposal, which we can use to address these Unique Users for self-marketing or for global product launches by suppliers.

The market

The advantage of online trading

For customers

- ✓ Wide range of products and direct access to alternatives
- ✓ eCommerce is possible anywhere at any time
- ✓ eCommerce does not adhere to any opening times
- ✓ Orders for "embarrassing" products can be placed anonymously
- ✓ Prices can be directly compared
- ✓ Independent product reviews can be found quickly
- ✓ The purchase process is quicker (no searching for a parking spot)
- ✓ Products that are not locally available can be found online but not offline
- ✓ Online products are mostly cheaper than offline products
- ✓ Customers do not have to carry or transport the products themselves

For manufacturers

- ✓ Saves exhibition space
- ✓ Saves exhibition space
- ✓ Trading possible 24 hours a day
- ✓ Saves expensive sales staff and presentation costs
- ✓ Cut-the-middle-man strategies are possible
- ✓ The competition forces a manufacturer to get involved in eCommerce
- ✓ More customers and potential customers can be addressed
- ✓ Target groups can be precisely defined
- ✓ Long-term customer contact
- ✓ Customer behavior can be analyzed

The market

Market opportunities and risks

A realistic example:

A manufacturer develops a cosmetic cream that shows unique results in treating irritated skin. The customers are delighted. Similar products have not yet been developed by the competition. The manufacturer can't patent the product, but can only protect the product name. The manufacturer now has to market the product as quickly as possible to make the most of its first-mover advantage before the financially-sound competition drives the developed product out of the market. All sales channels must be used quickly and effectively.

However, the cost of marketing would pose an obstacle to the manufacturer. The manufacturer would have to invest heavily in brand building and distribution before it can achieve any success or generate its first sales. In the worst case, initial success would spark direct competition and before the manufacturer even reaches the break-even point, it would already have been cut out of the market.

As Amazon has enabled products to be sold to millions of customers, the cosmetics manufacturer chose Amazon as the first distribution channel. The sales figures rose dramatically although it was only one among thousands of cosmetic suppliers. Via Amazon, the manufacturer managed to generate sales of € 150,000.00 in the first year. In the second year, this figure even rose to € 500,000. In the third year, sales dropped to € 300,000.00.

The reason for the drop in sales was that other cosmetics manufacturers started engaging in direct competition. The manufacturer had the choice of either investing heavily in marketing, expanding sales channels to address markets other than the German market or to give way to the competition. In light of the financial risk, the manufacturer decided not to pursue any new sales channels, but merely to expand its range of products.

With GERMANTOM as partner, the manufacturer would not have been exposed to any in-platform competition. On the contrary, GERMANTOM would even have helped the manufacturer grow as it would have been advertised excessively, its products would have been mentioned in press articles across the globe, and the manufacturer could have directly tapped other markets in 35 countries and strengthened its brand. The manufacturer could also have generated brand awareness among up to 300 million people.

Although Amazon reaches millions of people, a similar success there would have been unlikely as the manufacturer would only have appeared in a specific category and only in its own country as one of many cosmetics suppliers.

WE ARE READY

THE COMPETITION

The competition

One out of a million, yet still totally different

Unlike the 10 major globally operating online shops, GERMANTOM targets the respective markets by offering not merely a massive range of products, but high-quality products and absolutely new products of which there are only a few in your respective product category.

In comparison to AMAZON or ALIBABA, where many similar products from a wide range of retailers for a single manufacturer are in strong competition with each other, and both the price and image curves flatten out, GERMANTOM offers manufacturers from Europe entry to US or Asian markets, for example, at low cost.

The manufacturer doesn't need its own online shop, doesn't have to invest heavily in marketing, can keep its prices and image stable without any in-platform competition and profits additionally from GERMANTOM's partner and distribution network.

If a Unique User finds out about an exclusive item of a manufacturer (thanks to the efforts and advertising campaigns of GERMANTOM) which is (only partly) sold on GERMANTOM and searches for this item in the online store, they will find the item among a few products of similar value and similar exclusivity from other manufacturers that are listed with GERMANTOM.

When searching for, for example, a luxury brand-name handbag, this prevents such items being offered beside and being compared with fakes/copies or no-name products. For the customer, this means a more exclusive shopping experience, and, for the seller, protection of the product's reputation in an exclusive environment and less competition within the respective product category.

GERMANTOM gives new products in particular the opportunity to expand their market quickly and at no cost. Manufacturers of new products can also dramatically boost their brand image with GERMANTOM due to being listed with established high-end brands.

The competition

The competition against which we measure ourselves

When analyzing the competition, the fact that GERMANTOM's business model is unique and not yet available in this form in eCommerce must be taken into account.

eCommerce is basically swamped with competition and the number of rivals with whom GT would like to compete in the individual markets wouldn't fit on this paper. Nevertheless, a few companies are listed below against whom GT would like to measure itself in terms of success:

Globally operating:



Established: 1995
Headquarters: USA
Revenue: US\$8.8billion
Employees: 11,600



Established: 1999
Headquarters: China
Revenue: US\$22.99billion
Employees: 50,000



Established: 1994
Headquarters: USA
Revenue: US\$177.99billion
Employees: 566,000

Only operating in Europe, specifically in Germany:



Established: 2011
Headquarters: Germany
Revenue: €219million
Employees: 1,500



Established: 1949
Headquarters: Germany
Revenue: €12.5billion
Employees: 49,900



Established: 2008
Headquarters: Germany
Revenue: €3.64billion
Employees: 13,218

The competition

Position of the competition

	eBay	Amazon	Otto	Zalando	Westwing	GERMANTOM
Internationally operating	Yes	Yes	to a limited extent	No	no	yes
Primarily offers specific product categories	No	No	no	Yes	Yes	No
Drop-shipping	Yes	Yes/no	Yes	No	Yes	Yes
Product quality	Cheap-premium	Cheap-premium	Cheap-premium	Mainly premium	Premium only	Premium only
# products in category	Very high	Very high	High	High	low	low
Active product advertising	No	No	Yes	No	partly	Yes
Marketing support	No	No	Yes	No	yes	Yes
Own warehouse and dispatch centers	No	Yes	Yes	Yes	yes	To a limited extent
Copcats present	Yes	Yes	No	No	No	No
Marketer is familiar with products	Yes	Yes	to a limited extent	No	no	yes
Premium and cheap products in the same category	Yes	Yes	Yes	Yes	No	No
Image improvement through the platform	No	No	No	No	Yes	Yes
Listing fees	Yes	Yes	Partly	Partly	No	No
Offline stores exist	No	No	No	No	Yes	No
Advantage of the platform	Everything can be offered. Wide reach	Similar to eBay. Better image. Fast shipping	Wide reach. Good image. Top prices	Wide reach. Good image. Top prices	Wide reach. Top image. Top prices	Wide reach. Top image. Top prices International

The competition

Disadvantages of the platform	Copycats, strong competition, loss of image	Copycats, strong competition, loss of image	Small margin, small platform, only in Germany	Small margin, small platform, only in Germany	Small margin, small platform, only in Germany	Brand awareness still quite low
--------------------------------------	---	---	---	---	---	---------------------------------

The competition

GERMANTOM's competitive advantage

In eCommerce, the biggest difference between the platforms lies in whether or not they are multinational platforms or have preferential category-specific products.

eBay, for example, operates on the global market and has an enormous repertoire of all sorts of products. The same goes for Amazon.

Otto also has an extremely large repertoire. However, this is not as massive as Amazon or eBay. Their prices, which are usually extremely competitive, stand out more. Otto is not represented on a multinational level.

Zalando adheres to one specific product category - clothing. Marketing is limited to Germany, Austria and Switzerland.

GERMANTOM is a mixture of the advantages of various platform factors.

1. Products are advertised worldwide
2. GERMANTOM is not a category specialist
3. There are a limited number of products in each category.
4. All products are premium
5. Product prices range between competitive and fair

The mixture allows GERMANTOM to combine the advantages of the individual platforms and to eliminate the disadvantages as much as possible. Our goal is to be on an equal footing with the 10 major online stores by 2022.

Opportunity & risks

SWOT analysis

SWOT analysis

Status quo

Strengths:**S**

- Wide media reach
- Low capital requirement
- Strong partners
- Unique business model
- Globally operating
- Not easy to copy

Weaknesses:**W**

- Stiff competition
- Low brand awareness
- Requires great effort

Opportunities:**O**

- Massive market
- Massive growth
- Massive sales

Risks:**T**

- eBay, Amazon & co. copy GT's business model
- Customs and trade barriers
- Not enough listings
- Fraud with regard to goods or payment by customers or suppliers

ALL THAT COUNTS



FINANCIALS

Financial planning and earnings expectations

Foreword:

GERMANTOM holds extensive free advertising rights worth millions with the Epoch Media Group. These advertising rights make it possible for GERMANTOM to reach millions of people worldwide digitally. The Epoch Media Group receives 50% of the EBIT generated by GERMANTOM through its activities.

As the Epoch Media Group has a number of digital media in various countries and different user rates in each country, GERMANTOM focuses initially on the strongest media channels for the major markets. For GERMANTOM, EMG's largest and most influential advertising channels are:

Approx. 113 million digital audience:

1. NTD
2. DJY
3. EET
4. E-NTD
5. Vietnamese ET
6. La Gran Epoca
7. Die Neue Epoche
8. ET France

Approx. 112 million Facebook followers:

1. NTD Television
2. NTD Live
3. NTD Inspired
4. NTD News
5. Taste Life
6. Epoch Times
7. Beauty within
8. +9 further channels

Approx. 102 million TV potential viewers:

1. The Epoch Times
2. NTDTV

With the launch of GT on June 15, 2018, it will initially enter the German, French, Spanish and UK markets with the categories cosmetics, watches, jewelry and china.

In the further course, at least one product category is to follow every two months. The markets for product categories are to be expanded every three months.

Please take into account that financial planning and earnings expectations are based on projections and estimates. Despite ideal conditions, setbacks that were initially unforeseen may be encountered during the launch phase. All numbers and data have been drawn up to the best of our knowledge and ability.

Financials



Overview of EMG's global media range per month

The following table shows EMG's world largest media networks in the digital audience sector and their Unique Users in the most important countries. Other media networks are available within EMG, but these are limited to specific markets that are not yet taken into account. GT relies initially on the 113.3 million listed Unique Users for a professional launch. A further 112 million informed Facebook followers complete the advertising network for GERMANTOM. The table forms the conservative basis for the financial and earnings strategies.

Medium	NTD		DJY		EET		E-NTD		Country Medium*		Total amount			
	Uniques	Views	Uniques	Views	Uniques	Views	Uniques	Views	Uniques	Views	Uniques	Views	Inhabitants	Reach
North America														
USA	1,411,665	5,041,630	2,022,023	8,285,018	12,842,711	27,270,761	10,887,325	23,760,086	0	0	27,163,724	64,357,495	325,000,000	8.36%
Canada	37,642	392,723	191,268	1,099,350	1,540,160	3,240,599	1,747,093	3,846,564	0	0	3,516,163	8,579,236	36,290,000	9.69%
Asia														
Taiwan	447,721	1,257,687	7,277,786	21,252,897	50,737	101,326	53,962	167,136	0	0	7,830,206	22,779,046	23,550,000	33.25%
Hong Kong	102,617	439,841	1,114,641	3,424,046	219,105	56,696	207,703	630,903	0	0	1,644,066	4,551,486	7,347,000	22.38%
Macau	7,557	37,828	97,154	285,665	24,287	61,198	26,743	83,287	0	0	155,741	467,978	612,167	25.44%
Japan	41,227	29,465	206,181	853,932	174,409	37,086	127,832	29,988	0	0	549,649	950,471	127,000,000	0.43%
South Korea	9,821	74,678	33,328	16,875	23,316	49,109	53,471	101,701	0	0	119,936	242,363	51,250,000	0.23%
Singapore	31,127	171,687	362,542	1,266,213	574,631	1,464,840	552,547	1,353,891	0	0	1,520,847	4,256,631	5,607,000	27.12%
Malaysia	28,163	96,303	1,434,360	4,615,215	1,086,492	2,624,396	1,284,715	3,863,224	0	0	3,833,730	11,199,138	31,190,000	12.29%
Vietnam	4,256	25,527	37,718	116,259	11,463	22,746	12,073	2,821	35,994,082	129,803,386	36,059,592	129,970,739	92,700,000	38.90%
Philippines	7,395	33,190	44,641	15,611	3,058,712	7,764,027	2,908,265	6,951,910	0	0	6,019,013	14,764,738	103,300,000	5.83%
India	3,114	18,543	16,355	69,771	2,619,270	4,938,630	3,513,773	6,771,156	0	0	6,152,512	11,798,100	1,324,000,000	0.46%
Oceania														
Australia	28,071	231,695	154,102	820,561	1,783,528	3,975,191	1,524,381	3,657,670	0	0	3,490,082	8,685,117	24,130,000	14.46%
New Zealand	6,328	63,700	26,173	156,235	478,822	1,157,534	372,527	934,792	0	0	883,850	2,312,261	4,693,000	18.83%
Europe														
UK	20,911	131,231	95,907	424,409	2,530,843	5,239,094	2,412,375	5,231,808	0	0	5,060,036	11,026,542	65,640,000	7.71%
Germany	13,235	99,587	50,477	270,866	176,410	314,943	143,727	263,900	4,199,151	15,000,000	4,583,000	15,949,296	82,670,000	5.54%
France	10,856	99,596	35,402	175,619	46,845	74,743	36,799	59,293	6,170,098	0	6,300,000	409,251	66,900,000	9.42%
Netherlands	7,013	51,263	24,681	130,082	825,763	1,713,808	476,994	1,025,737	0	0	1,334,451	2,920,890	17,020,000	7.84%
Italy	4,088	32,220	14,214	64,090	19,770	33,212	20,478	35,269	0	0	58,550	164,791	60,600,000	0.10%
Spain	3,140	24,883	12,275	61,038	88,865	182,324	31,920	59,251	6,803,800	13,301,116	6,940,000	13,628,612	46,560,000	14.91%
Sweden	1,469	16,954	6,213	41,894	655,013	1,562,290	453,871	1,124,592	0	0	1,116,566	2,745,730	9,903,000	11.28%
Total:	2,227,416	8,370,231	13,257,441	43,445,646	28,831,152	61,884,553	26,848,574	59,954,979	53,167,131	158,104,502	124,331,714	331,759,911	2,505,962,167	4.96%

* **Country medium** lists the four most important national media outlets. These are DE = Die Neue Epoche, FR = Epoch Times France, ES = La Gran Epoca, VT = Vietnamese ET. The global traffic on the country medium is cited. Version: March 2018, source: Media data from the Epoch Media Group (<http://onlinemediainfo.epochtimes.com/2018/03/feb-2018-traffic/>)


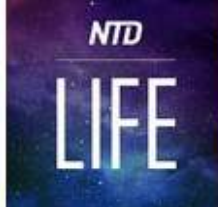






Financials











Global Facebook followers per month

EMG social media channels are helpful to GERMANTOM in acquiring a solid digital audience.

EMG has over 113.29 million social media followers around the world: a good audience for promoting GERMANTOM and its products. Below is a list of channels with their respective number of Facebook followers.

							
NTD Television followers:	NTD Life followers:	Inspired followers:	NTD News followers:	Taste Life followers:	Epoch Times followers:	Beauty Within followers:	NTD Canada followers:
27,000,000	16,000,000	12,000,000	4,900,000	8,400,000	5,000,000	1,200,000	714,734

							
funniest followers:	NTD India followers:	NTD Korea followers:	DKN TV followers:	Hallyu World followers:	DJY News followers:	NTD China followers:	NTD Australia followers:
7,800,000	11,000,000	1,100,000	11,000,000	3,200,000	2,700,000	175,342	1,100,000

Financials

Launch, market & product expansion

Country	No. of inhabitants	EMG unique users (Digital)	Anticipated unique users (Digital, TV, social networks)
Germany	82,670,000	4,583,000	7,300,000
UK	65,640,000	5,060,036	6,800,000
Spain	46,560,000	6,940,000	8,900,000
France	66,900,000	6,300,000	8,200,000

Business operations will launch on 15 June 2018 in Germany, England, Spain and France. Given the geographical proximity, straightforward trade routes and relative lack of customs regulations, GERMANTOM is primarily focusing on Europe for its launch. Business operations will be rolled out in other markets three months after the initial launch.

Due to the high number of unique users in relation to the number of inhabitants, further target markets include in particular:

- + Vietnam (<36 million unique users)
- + Taiwan (<7.8 million unique users)
- + Singapore (<1.52 million unique users)
- + Malaysia (<3.8 million unique users)
- + USA (<27 million unique users)



Market expansion into Asia, particularly Vietnam, is planned for October, introducing the additional category of Wine & Spirits. Negotiations are already underway with partners and suppliers such as Schenk GmbH and Mack & Schüle AG for this market and category. The category of Wine & Spirits will also be offered in Europe in November 2018. As a result of the huge market volume and strong partnerships, a dedicated shop will be created for the Wine & Spirits category if necessary.

Financials



Purchase value and margin in specific categories

By the end of 2019, GERMANTOM's main business will consist of cosmetics, jewelry, fashion, china and spirits. Further categories will follow in business operations, but are not taken into account in the financial planning.

The following conservative estimates will be used for this purpose:

Category data:

Category	Cosmetics	Jewelry	China	Spirits	Wine
Ø Value of goods per order in €	€75.0	€800	€210	€30.0	€13.0
Ø Profit margin	€25.0 (33%)	€280 (35%)	€73.50 (35%)	€5.4 (18%)	€3.0 (23%)

Market launch data

Country	Inhabitants	EMG Uniques	Market size Cosmetics*	Market size Jewelry*	Market size China*	Market size Spirits*	Market size Wine*
Germany	82,670,000	4,583,000	13.56 billion	10.1 billion	n.a.	5.34 billion	7.24 billion
UK	65,640,000	5,060,036	11.3 billion	9.4 billion	n.a.	6.3 billion	8.32 billion
Spain	46,560,000	6,940,000	6.85 billion	4.1 billion	n.a.	3.83 billion	3.12 billion
France	66,900,000	6,300,000	11.52 billion	8.07 billion	n.a.	7.3 billion	13.05 billion
Vietnam	92,700,000 (**)	36,059,592	1.47 billion	n.a.	n.a.	1.23 billion	0.25 billion

*Source: Statista.com

(**) Translator's note: A "0" was missing in the original document.

Financials



Launch partners for specific categories, prices & margins

1. Cosmetics: (Anticipated value of goods purchased per order: €75, margin 50%-75%)

Chris Farrell Cosmetics – (<https://www.chris-farrell.com>)

Exclusive cosmetics. Price range: €10 - €169

Dr. Severin – (<https://www.drseverin.com>)

Exclusive cosmetics. Price range: €10 - €100

CHRIS FARRELL
COSMETICS

2. Jewelry: (Anticipated value of goods purchased per order: €2,000, margin 35-50%)

Staudt Watches – (<http://www.staudtwatches.com>)

Exclusive watches. Price range: €1,500 – €4,500

Shorokhoff Watches – (<http://www.alexander-shorokhoff.de>)

Exclusive watches. Price range: €1,125 - €9,850

Laimer Watches – (www.laimer.bz)

Fashion watches. Price range: €84.90 - €249.90

Coco Bont – (<https://cocobont.com>)

Jewelry & fashion. Price range €11.00-€495.90

MANTWILL
Porzellanmanufaktur



SCHENK
DIE WEIN-EXPERTEN



3. China (Anticipated value of goods purchased per order €210, margin 35%)

Mantwill Manufaktur – (<https://mantwill-porzellan.de>)

Exclusive china. Price range: €22.90 - €69.90

ALEXANDER SHOROKHOFF
UHRENMANUFAKTUR
GERMANY

+++ The following category is under negotiation; to be launched late in the year!:

4. Spirits (Anticipated value of goods purchased per order €30, margin 18%)

5. Wine (Anticipated value of goods purchased per order €78, margin 24%)

Schenk GmbH – (<http://www.schenk-weine.de>)

Wine & spirits

Mack & Schüle AG - (<https://www.mack-schuehle.de>)

Wine & spirits

LAIMER



Financials



Financial overview 2018 – Europe (***)

	Jan 18	Feb 18	Mar 18	Apr 18	May 18	June 18	July 18	Aug 18	Sept 18	Oct 18	Nov 18	Dec 18	Cumulative 2018:
Equity	€527,000	€427,000	€327,000	€227,000	€127,000	€27,000	€90,000	€65,688	€23,538	€47,358	€147,353	€363,026	
Costs													
Wages & salaries	€80,000	€80,000	€80,000	€80,000	€80,000	€90,000	€90,000	€90,000	€95,000	€95,000	€95,000	€95,000	€1,050,000
Vehicle & travel costs	€ 5,000	€ 5,000	€ 5,000	€ 5,000	€ 5,000	€ 7,000	€ 7,000	€ 7,000	€ 7,000	€ 7,000	€ 7,000	€ 7,000	€ 74,000
Telecoms costs	€ 1,000	€ 1,000	€ 1,000	€ 1,000	€ 1,000	€ 1,000	€ 1,000	€ 1,000	€ 1,000	€ 1,000	€ 1,000	€ 1,000	€ 12,000
Tax advisor	€ 700	€ 700	€ 700	€ 700	€ 700	€ 700	€ 700	€ 700	€ 700	€ 700	€ 700	€ 700	€ 8,400
Electricity	€ 300	€ 300	€ 300	€ 300	€ 300	€ 300	€ 300	€ 300	€ 300	€ 300	€ 300	€ 300	€ 3,600
Software + office materials	€ 1,000	€ 1,000	€ 1,000	€ 1,000	€ 1,000	€ 1,000	€ 1,000	€ 1,000	€ 1,000	€ 1,000	€ 1,000	€ 1,000	€ 12,000
Rent + utilities	€ 4,000	€ 4,000	€ 4,000	€ 4,000	€ 4,000	€ 7,000	€ 7,000	€ 7,000	€ 7,000	€ 7,000	€ 7,000	€ 7,000	€ 69,000
Other costs	€ 8,000	€ 8,000	€ 8,000	€ 8,000	€ 8,000	€ 8,000	€ 8,000	€ 8,000	€ 8,000	€ 8,000	€ 8,000	€ 8,000	€ 96,000
Total costs:	€ 100,000	€ 100,000	€ 100,000	€ 100,000	€ 100,000	€ 115,000	€ 115,000	€ 115,000	€ 120,000	€ 120,000	€ 120,000	€ 120,000	€ 1,325,000
Revenue Europe													
Category: Alcohol													
(Growth 10% per month)													
No. of customers	0	0	0	0	0	0	0	0	0	0	1,000	2,778	3,778
No. of wine bottles	0	0	0	0	0	0	0	0	0	0	6,000	16,668	22,668
Price bottle of wine	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 13	€ 13	
Sales	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 78,000	€ 216,684	€ 294,684
(average €3 per bottle)													
Margin	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 18,000	€ 50,004	€ 68,004
(Growth 10% per month)													
No. of customers	0	0	0	0	0	0	0	0	0	0	1,000	1,300	2,300
No. of bottles of spirits	1	1	1	1	1	1	1	1	1	1	1	1	1
Price bottle of spirits	€ 30	€ 30	€ 30	€ 30	€ 30	€ 30	€ 30	€ 30	€ 30	€ 30	€ 30	€ 30	
Sales	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 30,000	€ 39,000	€ 69,000
(18% of sales)													
Margin	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 5,400	€ 7,020	€ 12,420
(Growth 10% per month)													
(12 bottles per customer)													
No. of customers	0	0	0	0	0	0	0	0	0	0	2,000	2,200	4,200
No. bottles of beer	0	0	0	0	0	0	0	0	0	0	24,000	26,400	50,400
Price bottle of beer	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	€ 1	€ 1
Sales	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	€ 31,200	€ 34,320	€ 65,520
(18% of sales) Category:													
Margin	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	€ 5,616	€ 6,178	€ 11,794
Cosmetics(Growth 10% per month)													
No. of customers:	0	0	0	0	0	1,000	1,500	1,500	4,000	4,500	5,000	10,000	27,500
Value of goods per customer:	€ 0	€ 0	€ 0	€ 0	€ 0	€ 75	€ 75	€ 75	€ 75	€ 75	€ 75	€ 75	€ 75
Sales	- €	- €	- €	- €	- €	€ 75,000	€ 112,500	€ 112,500	€ 300,000	€ 337,500	€ 375,000	€ 750,000	€ 2,062,500
(average 33%) Category:													
Margin	- €	- €	- €	- €	- €	€ 25,000	€ 37,500	€ 37,500	€ 100,000	€ 112,500	€ 125,000	€ 250,000	€ 687,500
Jewelry (Growth 10% per month)													
No. of customers:	0	0	0	0	0	8	13	100	125	200	250	625	1,320
Value of goods per customer:	€ 0	€ 0	€ 0	€ 0	€ 0	€ 800	€ 800	€ 800	€ 800	€ 800	€ 800	€ 800	€ 800
Sales	€ 0	€ 0	€ 0	€ 0	€ 0	€ 6,000	€ 10,000	€ 80,000	€ 100,000	€ 160,000	€ 200,000	€ 500,000	€ 1,056,000
(average 35%) Category:													
China(Growth 10% per month)													
Margin	€ 0	€ 0	€ 0	€ 0	€ 0	€ 2,100	€ 3,500	€ 28,000	€ 35,000	€ 56,000	€ 70,000	€ 175,000	€ 369,600
No. of customers:	0	0	0	0	0	3	5	100	120	150	170	200	748
Value of goods per customer:	€ 0	€ 0	€ 0	€ 0	€ 0	€ 210	€ 210	€ 210	€ 210	€ 210	€ 210	€ 210	€ 210
Sales	- €	- €	- €	- €	- €	€ 630	€ 1,050	€ 21,000	€ 25,200	€ 31,500	€ 35,700	€ 42,000	€ 157,080
(average 35%)													
Margin	- €	- €	- €	- €	- €	€ 221	€ 368	€ 7,350	€ 8,820	€ 11,025	€ 12,495	€ 14,700	€ 54,978
Total sales Europe													
Per month	- €	- €	- €	- €	- €	€ 81,630	€ 123,550	€ 213,500	€ 425,200	€ 529,000	€ 749,900	€ 1,582,004	€ 3,704,784
Total margin Europe													
Per month	- €	- €	- €	- €	- €	€ 27,321	€ 41,368	€ 72,850	€ 143,820	€ 179,525	€ 236,511	€ 502,902	€ 1,204,296

Financials



Financial overview 2018 – Asia

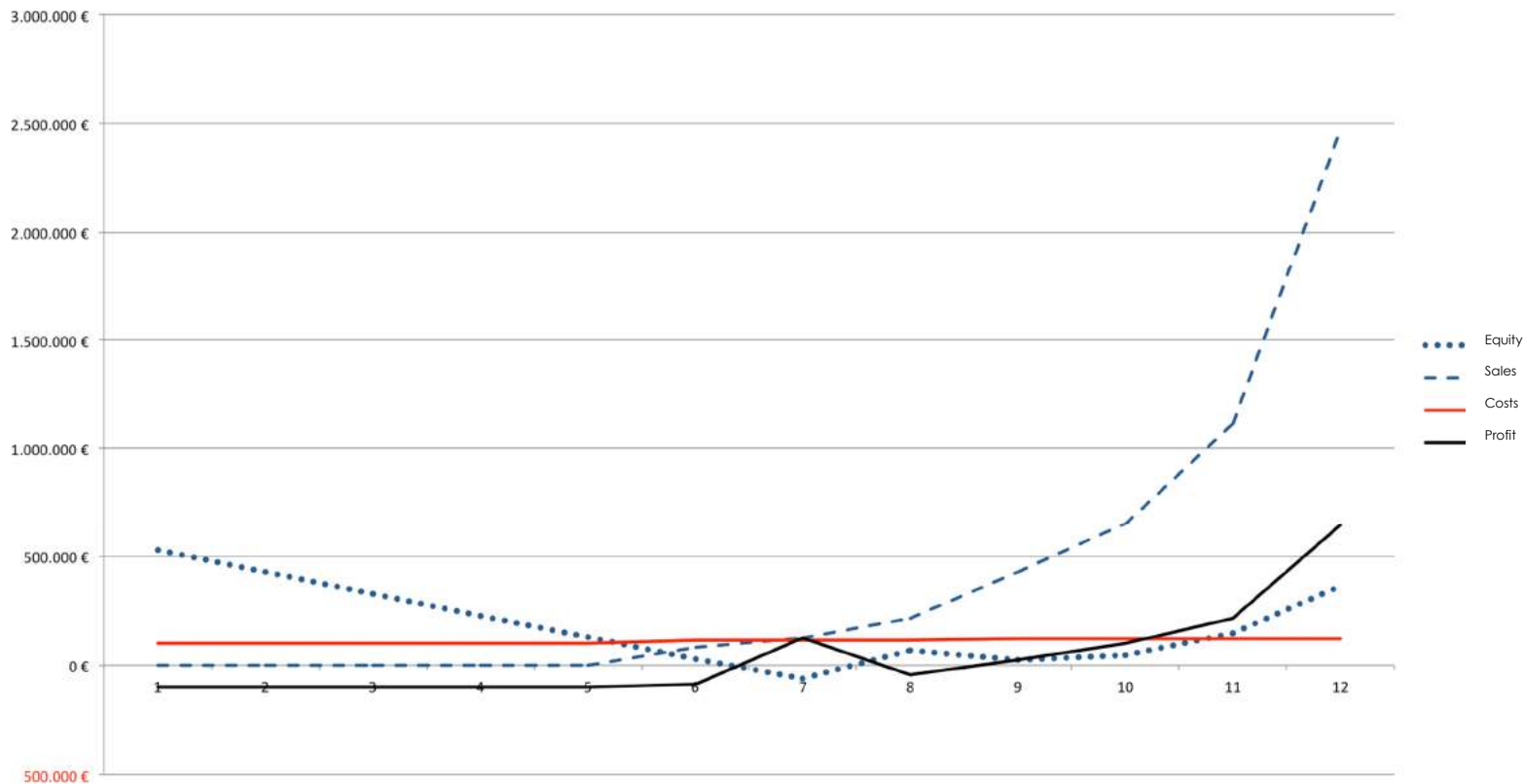
Revenue Asia		Jan 18	Feb 18	Mar 18	Apr 18	May 18	June 18	July 18	Aug 18	Sept 18	Oct 18	Nov 18	Dec 18	Cumulative 2018:	
Category: Alcohol															
(Growth 10% per month)	No. of customers	0	0	0	0	0	0	0	0	0	0	0	556	2,778	3,334
	No. bottles of wine	0	0	0	0	0	0	0	0	0	0	0	3,336	16,668	
	Price bottle of wine	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	€ 13	€ 13	
	Sales	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	€ 43,368	€ 216,684	€ 260,052
(average €3 per bottle)	Margin	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	€ 10,008	€ 50,004	€ 60,012
Category: Spirits															
(Growth 10% per month)	No. of customers	0	0	0	0	0	0	0	0	0	0	0	3,000	3,300	6,300
	No. bottles of spirits	0	0	0	0	0	0	0	0	0	0	0	1	1	
	Price bottle of spirits	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	€ 30	€ 30	
	Sales	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	€ 90,000	€ 99,000	€ 189,000
(18% of sales)	Margin	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	€ 16,200	€ 17,820	€ 34,020
Category: Beer															
(Growth 10% per month) (12 bottles per customer)	No. of customers	0	0	0	0	0	0	0	0	0	0	0	2,000	2,200	4,200
	No. bottles of beer	0	0	0	0	0	0	0	0	0	0	0	24000	26400	
	Price bottle of beer	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	€ 1	€ 1	
	Sales	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	€ 31,200	€ 34,320	€ 65,520
(18% of sales)	Margin	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	€ 5,616	€ 6,178	€ 11,794
Category: Cosmetics															
	No. of customers:	0	0	0	0	0	0	0	0	0	0	1,000	1,500	3,000	5,500
	Value of goods per customer:	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 75	€ 75	€ 75	
	Sales	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	€ 75,000	€ 112,500	€ 225,000	€ 412,500
	Margin	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	€ 25,000	€ 37,500	€ 75,000	€ 137,500
Category: Jewelry															
(Growth 10% per month)	No. of customers:	0	0	0	0	0	0	0	0	0	0	50	100	375	525
	Value of goods per customer:	€ 800	€ 800	€ 800	€ 800	€ 800	€ 800	€ 800	€ 800	€ 800	€ 800	€ 800	€ 800	€ 800	
	Sales	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	€ 40,000	€ 80,000	€ 300,000	€ 420,000
(average 35%)	Margin	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	€ 14,000	€ 28,000	€ 105,000	€ 147,000
Category: China															
(Growth 10% per month)	No. of customers:	0	0	0	0	0	0	0	0	0	0	20	25	50	95
	Value of goods per customer:	€ 0	€ 0	€ 0	€ 0	€ 0	€ 210	€ 210	€ 210	€ 210	€ 210	€ 210	€ 210	€ 210	
	Sales	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	€ 4,200	€ 5,250	€ 10,500	€ 19,950
(average 35%)	Margin	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	€ 1,470	€ 1,838	€ 3,675	€ 6,983
Total sales Asia Total															
	Per month	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 119,200	€ 362,318	€ 885,504	€ 1,367,022
margin Asia	Per month	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 40,470	€ 99,162	€ 257,677	€ 397,308
Total sales GT															
	Per month	- €	- €	- €	- €	- €	€ 81,630	€ 123,550	€ 213,500	€ 425,200	€ 648,200	€ 1,112,218	€ 2,467,508		€ 5,071,806
Total margin GT															
	Per month	- €	- €	- €	- €	- €	€ 27,321	€ 41,368	€ 72,850	€ 143,820	€ 219,995	€ 335,673	€ 760,578		€ 1,601,604
Capital increase:															
	Per month	- €	- €	- €	- €	- €	- €	€ 200,000	- €	- €	- €	- €	- €	- €	€ 200,000
Running costs															
	Per month	€ 100,000	€ 100,000	€ 100,000	€ 100,000	€ 100,000	€ 115,000	€ 115,000	€ 115,000	€ 120,000	€ 120,000	€ 120,000	€ 120,000	€ 120,000	€ 1,325,000
Profit/Loss															
	Per month	€ 100,000	€ 100,000	€ 100,000	€ 100,000	€ 100,000	€ 87,680	€ 126,368	€ 42,150	€ 23,820	€ 99,995	€ 215,673	€ 640,578		€ 476,600

Financials



Financial overview 2018

GERMANTOM launches business operations in European countries in June 2018. It will move into the Vietnamese market in late 2018. A capital increase of approx. TE200 by existing shareholders takes place in the middle of the year. The company expects to break even in November 2018. Revenues will then cover running costs. Despite a huge initial investment, GERMANTOM anticipates a profit of around TE400 at the end of the year.



Financials



Financial overview 2019 – Europe

	Jan 19	Feb 19	Mar 19	Apr 19	May 19	June 19	July 19	Aug 19	Sept 19	Oct 19	Nov 19	Dec 19	Cumulative 2019:	
Equity	€ 1,003,604	€ 476,604	€ 1,756,907	€ 1,348,237	€ 2,805,207	€ 2,573,467	€ 4,248,580	€ 4,282,725	€ 6,304,111	€ 6,783,696	€ 9,385,419	€ 10,629,871		
Costs														
Wages & salaries	€ 100,000	€ 100,000	€ 103,000	€ 103,000	€ 103,000	€ 110,000	€ 110,000	€ 110,000	€ 110,000	€ 110,000	€ 110,000	€ 110,000	€ 1,279,000	
Vehicle & travel costs	€ 7,000	€ 7,000	€ 7,000	€ 7,000	€ 7,000	€ 7,000	€ 7,000	€ 7,000	€ 7,000	€ 7,000	€ 7,000	€ 7,000	€ 84,000	
Telecoms costs	€ 1,000	€ 1,000	€ 1,000	€ 1,000	€ 1,000	€ 1,000	€ 1,000	€ 1,000	€ 1,000	€ 1,000	€ 1,000	€ 1,000	€ 12,000	
Tax advisor	€ 700	€ 700	€ 700	€ 700	€ 700	€ 700	€ 700	€ 700	€ 700	€ 700	€ 700	€ 700	€ 8,400	
Electricity	€ 300	€ 300	€ 300	€ 300	€ 300	€ 300	€ 300	€ 300	€ 300	€ 300	€ 300	€ 300	€ 3,600	
Software + office materials	€ 4,000	€ 4,000	€ 4,000	€ 4,000	€ 4,000	€ 4,000	€ 4,000	€ 4,000	€ 4,000	€ 4,000	€ 4,000	€ 4,000	€ 48,000	
Rent + utilities	€ 7,000	€ 7,000	€ 7,000	€ 7,000	€ 7,000	€ 7,000	€ 7,000	€ 7,000	€ 7,000	€ 7,000	€ 7,000	€ 7,000	€ 84,000	
Other costs	€ 10,000	€ 10,000	€ 10,000	€ 10,000	€ 10,000	€ 10,000	€ 10,000	€ 10,000	€ 10,000	€ 10,000	€ 10,000	€ 10,000	€ 120,000	
Total costs:	€ 130,000	€ 130,000	€ 133,000	€ 133,000	€ 133,000	€ 140,000	€ 140,000	€ 140,000	€ 140,000	€ 140,000	€ 140,000	€ 140,000	€ 1,639,000	
Revenue Europe	Jan 19	Feb 19	Mar 19	Apr 19	May 19	June 19	July 19	Aug 19	Sept 19	Oct 19	Nov 19	Dec 19	Cumulative 2019:	
Category: Alcohol														
(Growth 10% per month)	No. of customers	3,200	3,520	5,000	5,500	6,050	6,655	7,321	8,053	8,858	9,744	10,718	11,790	86,407
	No. of wine bottles	19,200	21,120	30,000	33,000	36,300	39,930	43,923	48,315	53,147	58,462	64,308	70,738	518,443
	Price bottle of wine	€ 13	€ 13	€ 13	€ 13	€ 13	€ 13	€ 13	€ 13	€ 13	€ 13	€ 13	€ 13	
	Sales	€ 249,600	€ 274,560	€ 390,000	€ 429,000	€ 471,900	€ 519,090	€ 570,999	€ 628,099	€ 690,909	€ 760,000	€ 836,000	€ 919,600	€ 6,739,756
(average €3 per bottle)	Margin	€ 57,600	€ 63,360	€ 90,000	€ 99,000	€ 108,900	€ 119,790	€ 131,769	€ 144,946	€ 159,440	€ 175,385	€ 192,923	€ 212,215	€ 1,555,328
(Growth 10% per month)	No. of customers	1,500	1,650	5,000	5,500	6,050	6,655	7,321	8,053	8,858	9,744	10,718	11,790	82,837
	No. of bottles of spirits	1	1	1	1	1	1	1	1	1	1	1	1	
	Price bottle of spirits	€ 30	€ 30	€ 30	€ 30	€ 30	€ 30	€ 30	€ 30	€ 30	€ 30	€ 30	€ 30	
	Sales	€ 45,000	€ 49,500	€ 150,000	€ 165,000	€ 181,500	€ 199,650	€ 219,615	€ 241,577	€ 265,734	€ 292,308	€ 321,538	€ 353,692	€ 2,485,114
(18% of sales)	Margin	€ 8,100	€ 8,910	€ 27,000	€ 29,700	€ 32,670	€ 35,937	€ 39,531	€ 43,484	€ 47,832	€ 52,615	€ 57,877	€ 63,665	€ 447,320
(Growth 10% per month) (12 bottles per customer)	No. of customers	2,420	2,662	2,928	3,221	3,543	3,897	4,287	4,716	5,187	5,706	6,277	6,905	51,750
	No. bottles of beer	29,040	31,944	35,138	38,652	42,517	46,769	51,446	56,591	62,250	68,475	75,322	82,855	
	Price bottle of beer	€ 1	€ 1	€ 1	€ 1	€ 1	€ 1	€ 1	€ 1	€ 1	€ 1	€ 1	€ 1	
	Sales	€ 37,752	€ 41,527	€ 45,680	€ 50,248	€ 55,273	€ 60,800	€ 66,880	€ 73,568	€ 80,925	€ 89,017	€ 97,919	€ 107,711	€ 807,299
(18% of sales) Category:	Margin	€ 6,795	€ 7,475	€ 8,222	€ 9,045	€ 9,949	€ 10,944	€ 12,038	€ 13,242	€ 14,566	€ 16,023	€ 17,625	€ 19,388	€ 145,314
Cosmetics (Growth 10% per month)	No. of customers:	11,000	12,100	13,310	14,641	16,105	17,716	19,487	21,436	23,579	25,937	28,531	31,384	235,227
	Value of goods per customer:	75	75	75	75	75	75	75	75	75	75	75	75	
	Sales	€ 825,000	€ 907,500	€ 998,250	€ 1,098,075	€ 1,207,883	€ 1,328,671	€ 1,461,538	€ 1,607,692	€ 1,768,461	€ 1,945,307	€ 2,139,838	€ 2,353,821	€ 17,642,034
(average 33%) Category:	Margin	€ 275,000	€ 302,500	€ 332,750	€ 366,025	€ 402,628	€ 442,890	€ 487,179	€ 535,897	€ 589,487	€ 648,436	€ 713,279	€ 784,607	€ 5,880,678
Jewelry (Growth 10% per month)	No. of customers:	688	756	832	915	1,007	1,107	1,218	1,340	1,474	1,621	1,783	1,962	14,702
	Value of goods per customer:	€ 800	€ 800	€ 800	€ 800	€ 800	€ 800	€ 800	€ 800	€ 800	€ 800	€ 800	€ 800	
	Sales	€ 550,000	€ 605,000	€ 665,500	€ 732,050	€ 805,255	€ 885,781	€ 974,359	€ 1,071,794	€ 1,178,974	€ 1,296,871	€ 1,426,558	€ 1,569,214	€ 11,761,356
(average 35%) Category:	Margin	€ 192,500	€ 211,750	€ 232,925	€ 256,218	€ 281,839	€ 310,023	€ 341,025	€ 375,128	€ 412,641	€ 453,905	€ 499,295	€ 549,225	€ 4,116,475
China (Growth 10% per month)	No. of customers:	220	242	266	293	322	354	390	429	472	519	571	628	4705
	Value of goods per customer:	€ 210	€ 210	€ 210	€ 210	€ 210	€ 210	€ 210	€ 210	€ 210	€ 210	€ 210	€ 210	
	Sales	€ 46,200	€ 50,820	€ 55,902	€ 61,492	€ 67,641	€ 74,406	€ 81,846	€ 90,031	€ 99,034	€ 108,937	€ 119,831	€ 131,814	€ 987,954
(average 35%)	Margin	€ 16,170	€ 17,787	€ 19,566	€ 21,522	€ 23,674	€ 26,042	€ 28,646	€ 31,511	€ 34,662	€ 38,128	€ 41,941	€ 46,135	€ 345,784
Total sales Europe	Per month	€ 1,753,552	€ 1,928,907	€ 2,305,332	€ 2,535,865	€ 2,789,452	€ 3,068,397	€ 3,375,236	€ 3,712,760	€ 4,084,036	€ 4,492,440	€ 4,941,684	€ 5,435,852	€ 40,423,513
Total margin Europe	Per month	€ 556,165	€ 611,782	€ 710,463	€ 781,509	€ 859,660	€ 945,626	€ 1,040,189	€ 1,144,208	€ 1,258,629	€ 1,384,492	€ 1,522,941	€ 1,675,235	€ 12,490,899

Financials



Financial overview 2019 – Asia

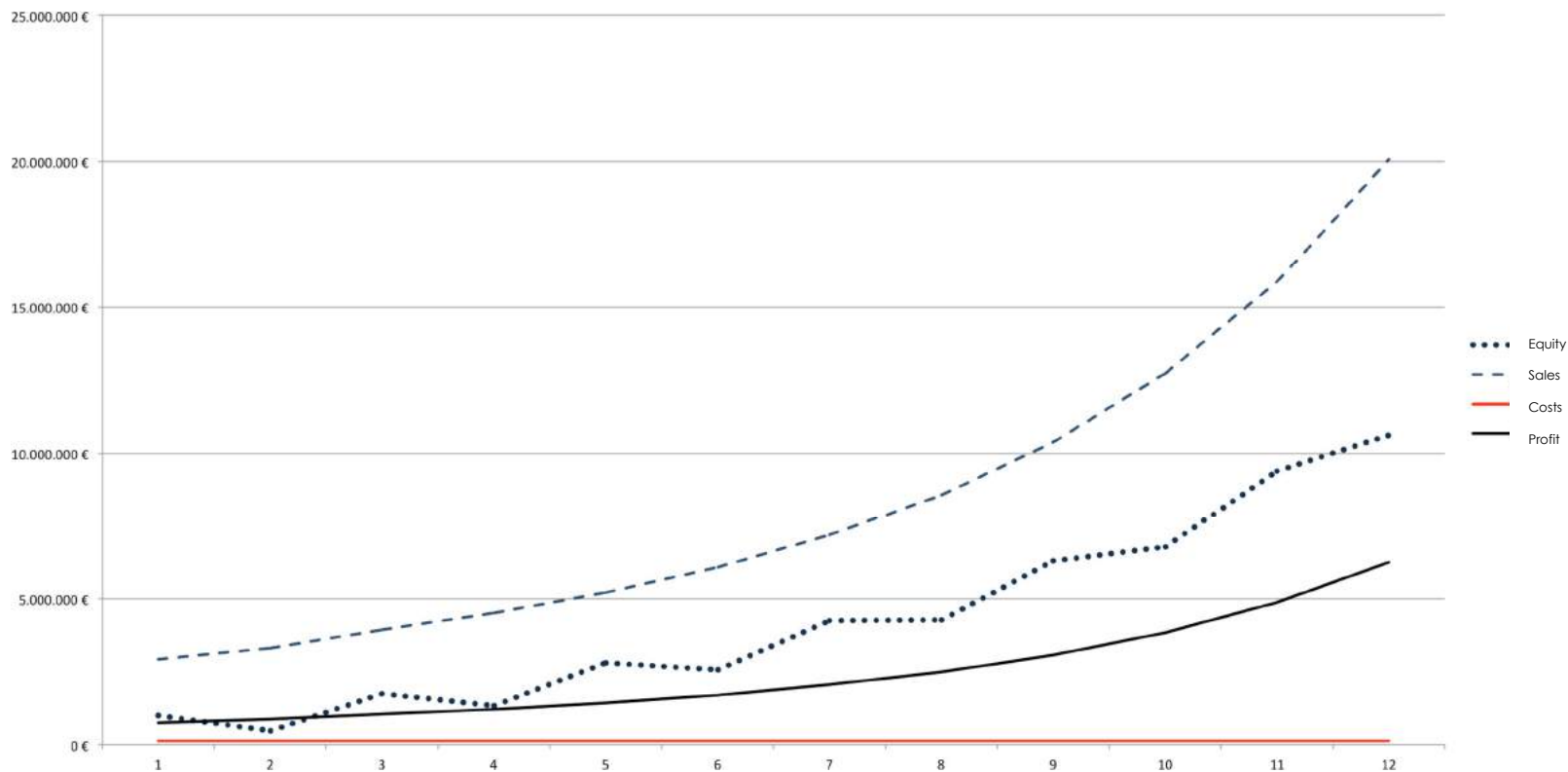
Revenue Asia		Jan 19	Feb 19	Mar 19	Apr 19	May 19	June 19	July 19	Aug 19	Sept 19	Oct 19	Nov 19	Dec 19	Cumulative 2019:
Category: Alcohol														
(Growth 10% per month)	No. of customers	3,200	3,520	3,872	4,259	4,685	5,154	5,669	6,236	6,859	7,545	8,300	9,130	68,430
	No. of wine bottles	19,200	21,120	23,232	25,555	28,111	30,922	34,014	37,415	41,157	45,273	49,800	54,780	34,215
	Price bottle of wine	€ 13	€ 13	€ 13	€ 13	€ 13	€ 13	€ 13	€ 13	€ 13	€ 13	€ 13	€ 13	
	Sales	€ 249,600	€ 274,560	€ 302,016	€ 332,218	€ 365,439	€ 401,983	€ 442,182	€ 486,400	€ 535,040	€ 588,544	€ 647,398	€ 712,138	€ 5,337,517
(average €3 per bottle) (Growth 10% per month)	Margin	€ 57,600	€ 63,360	€ 69,696	€ 76,666	€ 84,332	€ 92,765	€ 102,042	€ 112,246	€ 123,471	€ 135,818	€ 149,400	€ 164,340	€ 1,231,735
Category: Spirits														
	No. of customers	8,000	8,800	9,680	10,648	11,713	12,884	14,172	15,590	17,149	18,864	20,750	22,825	171,074
	No. of bottles of spirits	1	1	1	1	1	1	1	1	1	1	1	1	
	Price bottle of spirits	€ 30	€ 30	€ 30	€ 30	€ 30	€ 30	€ 30	€ 30	€ 30	€ 30	€ 30	€ 30	
	Sales	€ 240,000	€ 264,000	€ 290,400	€ 319,440	€ 351,384	€ 386,522	€ 425,175	€ 467,692	€ 514,461	€ 565,907	€ 622,498	€ 684,748	€ 5,132,228
(18% of sales)	Margin	€ 43,200	€ 47,520	€ 52,272	€ 57,499	€ 63,249	€ 69,574	€ 76,531	€ 84,185	€ 92,603	€ 101,863	€ 112,050	€ 123,255	€ 923,801
Category: Beer														
(Growth 10% per month) (12 bottles per customer)	No. of customers	2,420	2,662	2,928	3,221	3,543	3,897	4,287	4,716	5,187	5,706	6,277	6,905	51,750
	No. bottles of beer	29,040	31,944	35,138	38,652	42,517	46,769	51,446	56,591	62,250	68,475	75,322	82,855	51,750
	Price bottle of beer	€ 1	€ 1	€ 1	€ 1	€ 1	€ 1	€ 1	€ 1	€ 1	€ 1	€ 1	€ 1	
	Sales	€ 37,752	€ 41,527	€ 45,680	€ 50,248	€ 55,273	€ 60,800	€ 66,880	€ 73,568	€ 80,925	€ 89,017	€ 97,919	€ 107,711	€ 807,299
(18% of sales)	Margin	€ 6,795	€ 7,475	€ 8,222	€ 9,045	€ 9,949	€ 10,944	€ 12,038	€ 13,242	€ 14,566	€ 16,023	€ 17,625	€ 19,388	€ 145,314
Category: Cosmetics														
	No. of customers:	4,000	5,600	7,840	10,976	15,366	21,513	30,118	42,165	59,032	82,644	115,702	161,983	556,939
	Value of goods per customer:	€ 75	€ 75	€ 75	€ 75	€ 75	€ 75	€ 75	€ 75	€ 75	€ 75	€ 75	€ 75	
	Sales	€ 300,000	€ 420,000	€ 588,000	€ 823,200	€ 1,152,480	€ 1,613,472	€ 2,258,861	€ 3,162,405	€ 4,427,367	€ 6,198,314	€ 8,677,640	€ 12,148,696	€ 41,770,434
	Margin	€ 100,000	€ 140,000	€ 196,000	€ 274,400	€ 384,160	€ 537,824	€ 752,954	€ 1,054,135	€ 1,475,789	€ 2,066,105	€ 2,892,547	€ 4,049,565	€ 13,923,478
Category: Jewelry														
(Growth 10% per month)	No. of customers:	413	454	499	549	604	664	731	804	884	973	1,070	1,177	8,821
	Value of goods per customer:	€ 800	€ 800	€ 800	€ 800	€ 800	€ 800	€ 800	€ 800	€ 800	€ 800	€ 800	€ 800	
	Sales	€ 330,000	€ 363,000	€ 399,300	€ 439,230	€ 483,153	€ 531,468	€ 584,615	€ 643,077	€ 707,384	€ 778,123	€ 855,935	€ 941,529	€ 7,056,814
(average 35%) Category: China (Growth 10% per month)	Margin	€ 115,500	€ 127,050	€ 139,755	€ 153,731	€ 169,104	€ 186,014	€ 204,615	€ 225,077	€ 247,585	€ 272,343	€ 299,577	€ 329,535	€ 2,469,885
	No. of customers:	55	61	67	73	81	89	97	107	118	130	143	157	1,176
	Value of goods per customer:	€ 210	€ 210	€ 210	€ 210	€ 210	€ 210	€ 210	€ 210	€ 210	€ 210	€ 210	€ 210	
	Sales	€ 11,550	€ 12,705	€ 13,976	€ 15,373	€ 16,910	€ 18,601	€ 20,462	€ 22,508	€ 24,758	€ 27,234	€ 29,958	€ 32,953	€ 246,988
(average 35%)	Margin	€ 4,043	€ 4,447	€ 4,891	€ 5,381	€ 5,919	€ 6,510	€ 7,162	€ 7,878	€ 8,665	€ 9,532	€ 10,485	€ 11,534	€ 86,446
Total sales Asia														
	Per month	€ 1,168,902	€ 1,375,792	€ 1,639,371	€ 1,979,709	€ 2,424,639	€ 3,012,847	€ 3,798,174	€ 4,855,649	€ 6,289,936	€ 8,247,139	€ 10,931,348	€ 14,627,774	€ 60,351,281
Total margin Asia														
	Per month	€ 327,138	€ 389,852	€ 470,837	€ 576,720	€ 716,713	€ 903,632	€ 1,155,342	€ 1,496,762	€ 1,962,679	€ 2,601,684	€ 3,481,684	€ 4,697,616	€ 18,780,659
Total sales GT														
	Per month	€ 2,922,454	€ 3,304,699	€ 3,944,703	€ 4,515,574	€ 5,214,091	€ 6,081,244	€ 7,173,410	€ 8,568,409	€ 10,373,972	€ 12,739,579	€ 15,873,031	€ 20,063,626	€ 100,774,794
Total margin GT														
	Per month	€ 883,303	€ 1,001,634	€ 1,181,300	€ 1,358,230	€ 1,576,373	€ 1,849,258	€ 2,195,531	€ 2,640,970	€ 3,221,308	€ 3,986,175	€ 5,004,624	€ 6,372,851	€ 31,271,558
Capital increase:														
	Per month	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €
Running costs														
	Per month	€ 130,000	€ 130,000	€ 133,000	€ 133,000	€ 133,000	€ 140,000	€ 140,000	€ 140,000	€ 140,000	€ 140,000	€ 140,000	€ 140,000	€ 1,639,000
Profit/Loss														
	Per month	€ 753,303	€ 871,634	€ 1,048,300	€ 1,225,230	€ 1,443,373	€ 1,709,258	€ 2,055,531	€ 2,500,970	€ 3,081,308	€ 3,846,175	€ 4,864,624	€ 6,232,851	€ 29,632,558

Financials



Financial overview 2019

In the 2019 financial year, GERMANTOM has registered a solid customer base in each launch category. Despite higher running costs, there are now monthly profits. The aim is to generate over € 100 million in sales in the 2019 financial year and achieve profits amounting to around € 29 million.



Financials

Summary

At the end of the 2019 financial year, GERMANTOM is calculating an annual profit before tax of around € 29,000,000. Finances have been planned conservatively with only four different product categories in five countries. EMG receives 50% of GERMANTOM's profits, generating an EBIT of around € 14,500,000.

The financial planning has not taken into account the fact that a further 100 products are in some cases undergoing final negotiations, and could therefore considerably improve financial prospects in the business years of 2018 and 2019. Likewise, by the end of 2019, further countries are to be reached, and new products will be introduced onto the markets. For subsequent years, we are working on the basis that there will be a considerable growth in business activities.

Further products to be introduced onto markets as of 2018, which have not yet been taken into account in the financial planning, are sourced from the following suppliers:

- ✓ Cobicos GmbH - (Natural) cosmetics
- ✓ COSCOON COSMETICS - (Natural) cosmetics
- ✓ Leinfelder Uhren München GmbH & Co KG - Watches and jewelry
- ✓ Harold's Lederwaren GmbH - Leather bags
- ✓ Peter Riegel Weinimport GmbH - Wine, sparkling wine and spirits
- ✓ PICARD Lederwaren GmbH & Co. KG - Bags and leather goods
- ✓ Ravensburger AG - Toys
- ✓ Steiff Retail GmbH - Toys
- ✓ THOMAS SABO GmbH & Co. KG - Watches and jewelry Zwiesel
- ✓ Kristallglas AG - Household goods
- ✓ Alavi Natural Cosmetics - Natural cosmetics
- ✓ Christof Beck Spielwaren GmbH - Toys
- ✓ Henkell & Co. Sektkellerei KG - Wine, sparkling wine and spirits
- ✓ Lilienthal Lifestyle GmbH - Watches and jewelry
- ✓ MORAVAN Warenhandelsgesellschaft mbH - (Natural) cosmetics (wholesaler)
- ✓ Stratic Lederwaren Jacob Bonifer GmbH - Bags and leather goods
- ✓ ZWILLING J.A. Henckels AG - Household goods
- ✓ Braun Büffel GmbH & Co.KG – Leather bags
- ✓ Dr. Babor GmbH & Co.KG – Cosmetics
- ✓ Lange & Söhne GmbH - Watches

HEY THERE!

OUR TEAM

Our team

The masterminds behind GERMANTOM

Harald M. Wayer

CEO GERMANTOM International GmbH



Entrepreneur, business angel, and promoter of commerce.

Harald M. Wayer is the founder and CEO of GERMANTOM.

Born in 1959, Mr Wayer has enjoyed an entrepreneurial career spanning thirty years. Over the course of his career, Harald M. Wayer has turned numerous companies into market leaders in their sectors. He has transformed countless ideas into reality and built up medium-sized businesses employing up to 120 people with turnovers of € 57 million. His many years of experience as a business consultant have stood him in excellent stead here.

Harald M. Wayer is a master when it comes to realigning companies, setting them on course for success, pursuing strategic goals and turning ideas into triumphs.

Manyan Ng

CMO GERMANTOM International GmbH / GF Epoch Times Deutschland



Manyan Ng is a member of the GERMANTOM executive board, and, incidentally, CEO of Epoch Times Europe GmbH. Born in Hong Kong, Manyan grew up in many different corners of the world and now lives in Germany. Manyan speaks four languages in addition to his native Cantonese: Swedish, German, English and Mandarin. As Marketing and Sales Manager at ABB Network Control, he was responsible for the global market. He specializes in international marketing, procurement management, strategic planning and business development. Manyan is also a board member of the International Society for Human Rights. Manyan Ng has global links to marketing experts, executives, NGOs and corporations.

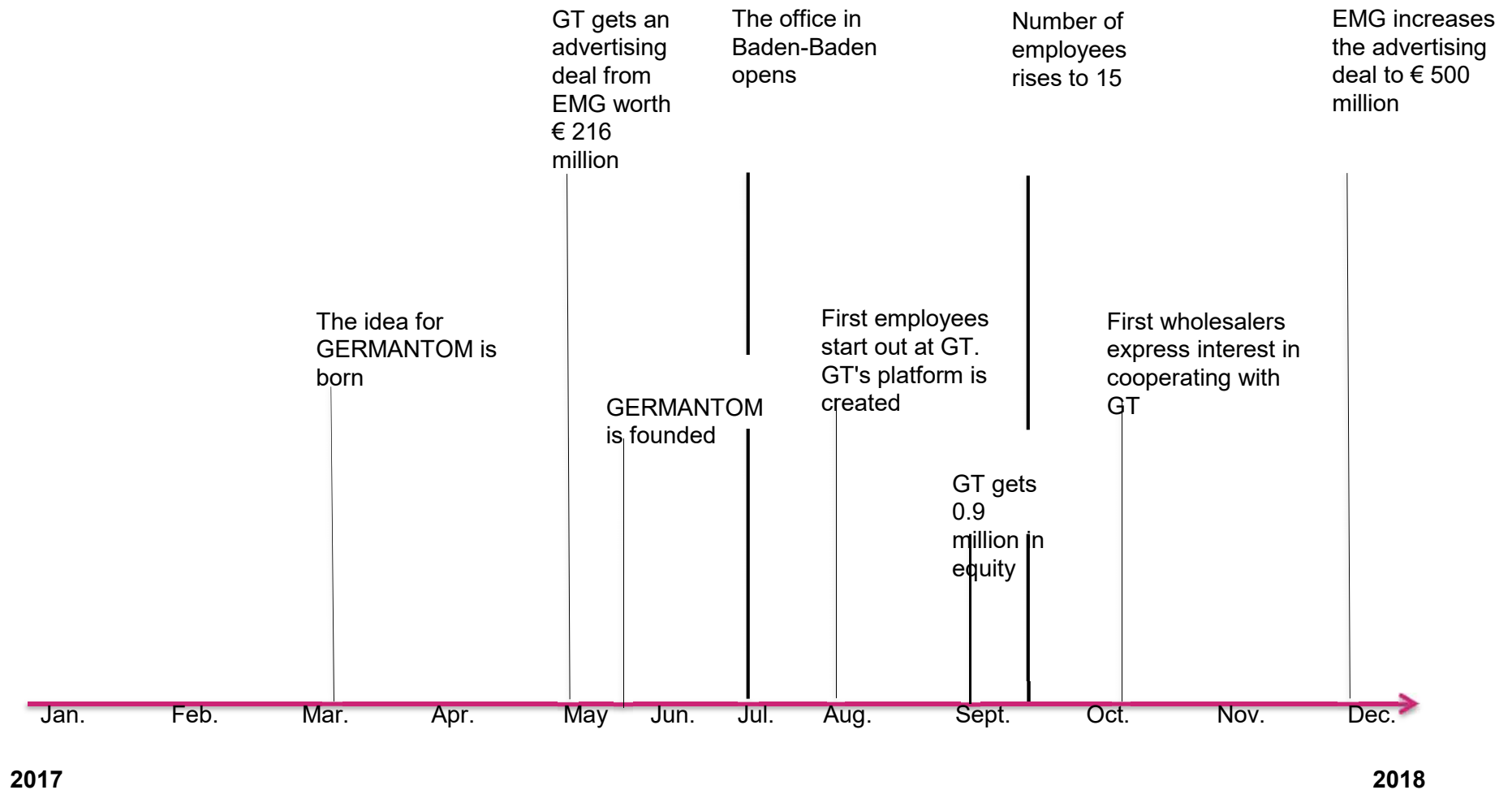
OUR EFFORTS



OUR SUCCESSES

Our successes

GERMANTOM milestones

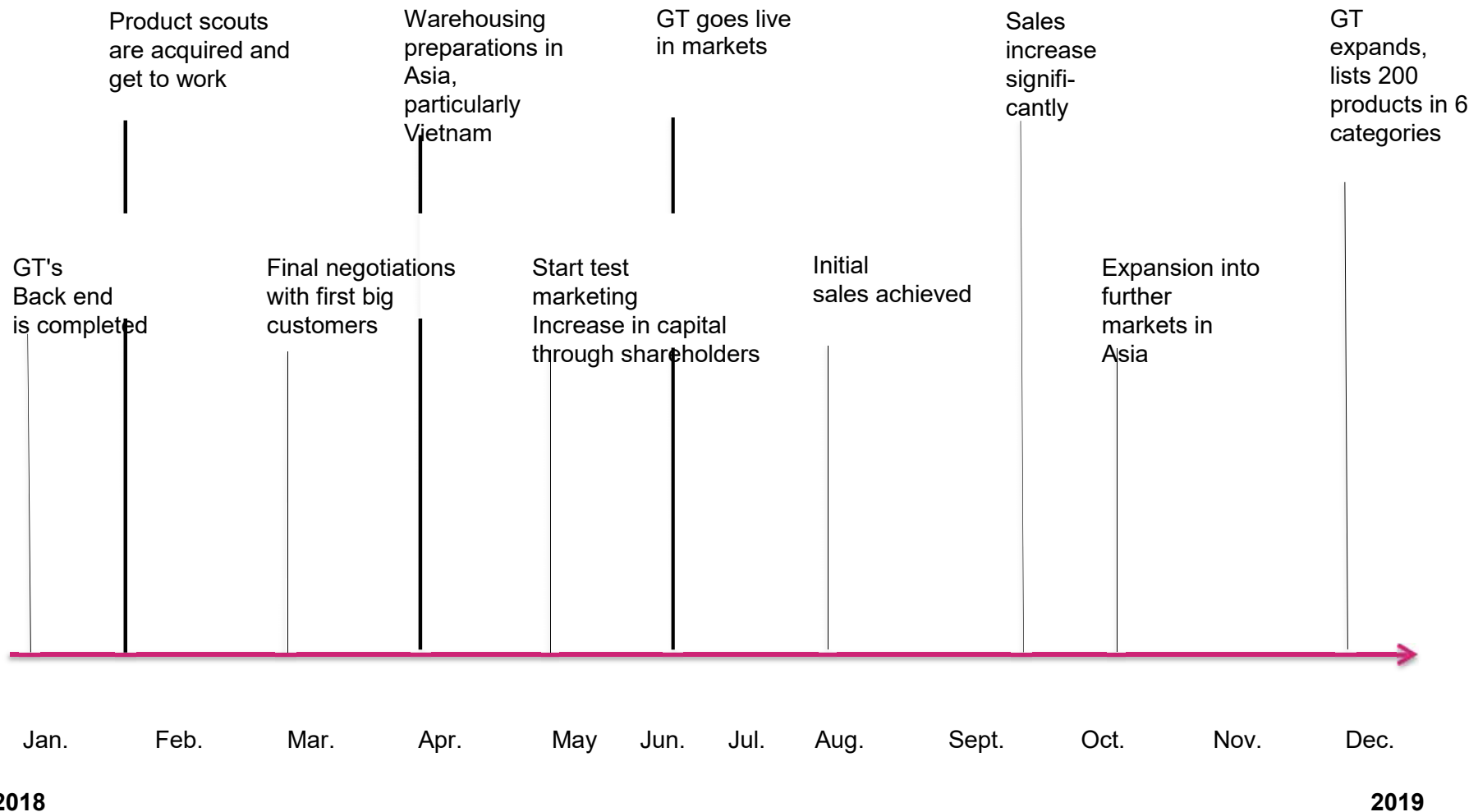


NEXT STEPS

ACTION PLAN

Our successes

Our goals in 2018



Regulatory information

Address & contact details

GERMANTOM International GmbH
Stolzenbergstraße 13
76532 Baden-Baden

Represented by:

Mr Harald Martin Wayer

Contact:

Phone: +49 (0) 7221 920 40 0
Fax: +49 (0) 7221 920 40 10
Email: info@germantom.com

Register entry:

Registered on the commercial register.
Register court: district court of Mannheim

Register number: HRB 3519987

Sales tax identification number as per Section 27 a of the Value
Added Tax Law:
DE 813777057

Regulatory information:

This document is the property of GERMANTOM International GmbH and intended for internal purposes only. The content of this document must be handled in the strictest confidence.

All facts and figures stated in this document have been produced to the best of our knowledge and ability. There can be no guarantee when estimates and market expectations are used. Investors are advised to check these figures for current validity or variance.

Every investment entails the risk of total loss. If you have no previous experience of shares, share dealing or derivatives, you should refrain from a possible investment in GERMANTOM International GmbH.

Despite the best preconditions, GERMANTOM cannot guarantee that your investment will be a success.

Appendix

Facts and figures at a glance

Target group



300,000,000
Unique visitors*



< 1,000,000,000
views per
month



In 35 countries

Market size

€ 200,000,000,000
Market potential

Assets



Strong
partnerships

◀ € 500,000,000
Advertising budget

◀ Already
€900,000
Market capitalization

Team



International team
from 8 countries...



...consisting of
high potentials

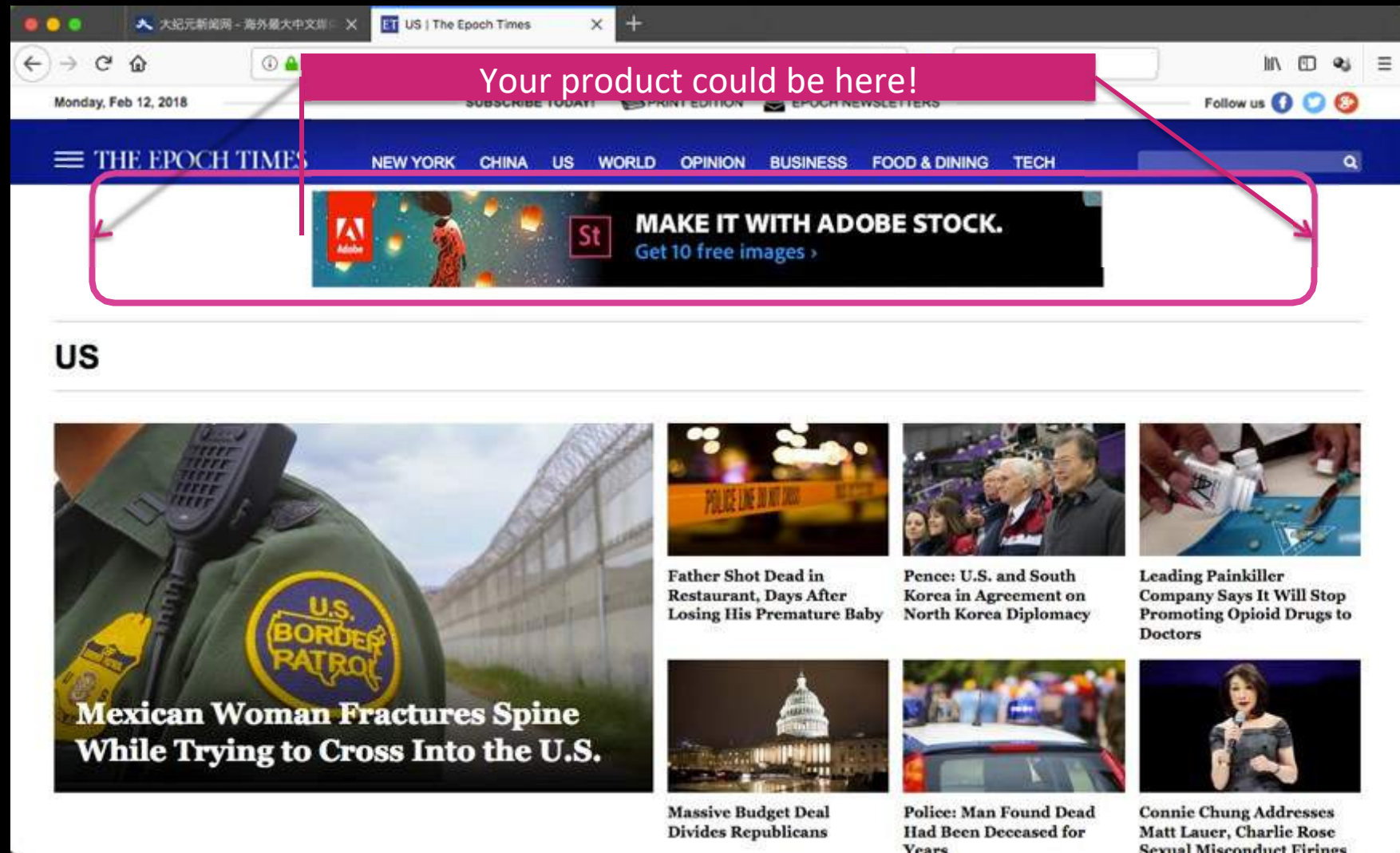


We speak 12
languages

* Source: Media data homepage Epoch Media Group as of 4/17

Appendix - Advertising examples

Title page of the Epoch Times English – up to 120 million visitors globally



Appendix - Advertising examples

Title page of the Epoch Times Germany – up to six million visitors

The image shows a screenshot of the Epoch Times Germany website. A large, semi-transparent pink box with the text "Your product could be here!" is overlaid on the top half of the page. Below this box, a large advertisement for MeinAuto.de is visible. The ad features three cars (Audi, Citroën, and Skoda) and the text "Bis zu 39% Rabatt sichern" and "Neuwagen zu Internet-Preisen". A pink bracket highlights the advertisement area. To the right of the car advertisement, there is a vertical yellow banner for "SHEN YUN 2018" with the text "Exklusiv" and "SPEZIAL". Below the car advertisement, there is a photo of a busy street scene with people and a car. To the right of the street scene, there is a photo of a large crowd of people at an event, with the text "Shen Yun 2018 Exklusiv" and "SPEZIAL" below it. At the bottom right, there is a purple button that says "TICKETS".

MeinAuto.de

Bis zu 39% Rabatt sichern

Neuwagen zu Internet-Preisen

jetzt konfigurieren »

Shen Yun 2018
Exklusiv

SPEZIAL

TICKETS

Appendix - Advertising examples

Title page of NTD Global – up to 120 million visitors worldwide

The screenshot shows the NTD Television website (www.ntd.tv) with a blue header featuring the NTD logo and navigation links. A pink box with the text "Your product could be here!" points to a large yellow banner for the "SHEN YUN 2018" event, which includes a "Buy Tickets" button. Below this, a news article titled "Pence: U.S. and South Korea in Agreement on North Korea Diplomacy" is visible. A pink box with the text "Or here as a press article or video!" points to a section titled "EDITORS' PICKS" which features a photo of two people. The website also includes sections for "TOP STORIES" and "LATEST NEWS".

Brand - Epoch Media Group

NTD Television - NTD.TV

www.ntd.tv

Suchen

Like us

LANGUAGES | ENGLISH | 中文

神韻晚會 2018
SHEN YUN
All-New Program Dec 2017-May 2018
Buy Tickets ▶

Pence: U.S. and South Korea in Agreement on North Korea Diplomacy

Weitere Informationen zum offiziellen Kraftstoffverbrauch und den offiziellen spezifischen CO₂-Emissionen neuer Personenkraftwagen können dem 'Leitfaden über Kraftstoffverbrauch, die CO₂-Emissionen und den Stromverbrauch neuer Personenkraftwagen' entnommen werden, der an allen Verkaufsstellen erhältlich ist.

Hans Kotthoff GmbH & Co. KG

TOP STORIES

LATEST NEWS Today

Giant Feral Boar Eats From Dumpster Outside School

Mexican Woman Fractures Spine While Trying to

EDITORS' PICKS

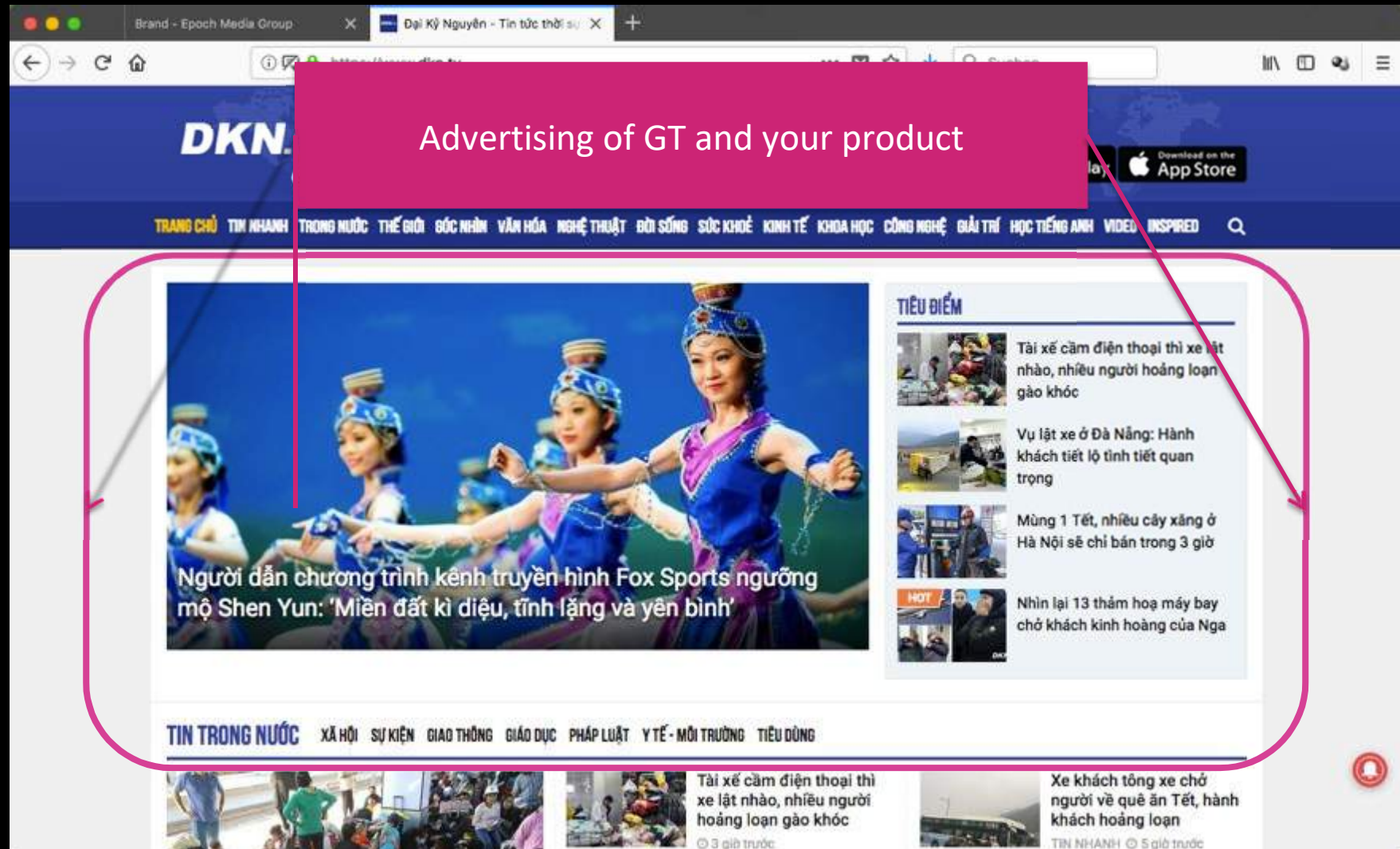
Appendix - Advertising examples

Title page of NTDTV digital and video – up to 110 million audience members



Appendix - Advertising examples

Title page of the DKN – Vietnam's third-largest online paper



(**) Translator's note: Please refer to the original document for the correct figures.

End of translation

As a sworn translator for the English language appointed by the president of the Dresden Higher Regional Court I certify: The above translation of the document submitted as a PDF file and written in German is right and complete.

Großschirma, 25 October 2019

